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Message Text

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PAGE 01 BUCHAR 02603 161207Z

43
ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 DODE-00 EB-11 INR-10 NSAE-00

RSC-01 TRSE-00 AEC-11 CIAE-00 MC-02 RSR-01 /062 W
---------- 095242
R 161100Z JUL 73
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 5899

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FOR COMMERCE

E.O. 11652: N/A
TAGS: ESTC, RO US
SUBJ: SALE OF HELICOPTERS TO ROMANIA

REF: BUCHAREST 2352

1. RECENT DISCUSSIONS WITH TEHNOIMPORT DIRECTOR AND OTHER OFFICIALS ON HIS STAFF STRENGTHEN IMPRESSION THAT ROMANIANS ARE BEGINNING TO LEAN TOWARD SIKORSKY CO. AS SUPPLIER FOR THIS LARGE SCALE HELICOPTER PROJECT. SIKORSKY OFFICIALS RETURNED TO BUCHAREST JULY 12-13 TO INFORM ROMANIANS THAT SUBSTITUTION OF FRENCH TURBOMECA ENGINE FOR G.E. ENGINE IN SIKORSKY AIRFRAME IS TECHNICALLY FEASIBLE, AND TO INDICATE WILLINGNESS OF SIKORSKY TO WORK WITH TURBOMECA IF ROMANIANS DECIDE ON THIS COMBINATION. AS TALKS CONTINUED, HOWEVER, SIKORSKY REPS MADE IT CLEAR THAT EXTRA TIME AND LONG TERM COSTS INVOLVED IN DEVELOPING NEW AIR-CRAFT, PLUS FACTOR OF AIRCRAFT'S UNKNOWN RELIABILITY COULD EASILY OUTWEIGH ADVANTAGE OF LOWER INITIAL COST.

2. G.E. REPS ALSO CALLED ON TEHNOIMPORT OFFICIALS LAST WEEK TO PRESENT NEW, AND MORE COMPETITIVE PROPOSAL. BY THE WEEKEND, SIKORSKY AIRFRAME AND G.E. ENGINE COMBINATION HAD GAINED A LOT OF GROUND AND NOW APPEAR TO BE FRONT RUNNERS. ROMANIANS ASKED SIKORSKY FOR (A) COPY OF DRAFT CONTRACT, (B) DEMONSTRATION FLIGHT OF HELICOPTER IN ROMANIA, AND (C) ARRANGEMENTS FOR POSSIBLE
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VISIT OF ROMANIAN OFFICIALS TO SIKORSKY PLANT IN U.S. NEW DATE

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FOR ROMANIANS TO DECIDE ON COMPANY TO BEGIN FINAL NEGOTIATIONS
IS END OF JULY, ACCORDING TO DIRECTOR OF TEHNOIMPORT.

3. CONCERNING WRITTEN ASSURANCES ON END USE AND RE-EXPORT,
TEHNOIMPORT DIRECTOR PROMISED TO PROVIDE LETTER TO EMBASSY SOON.
MARTENS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: HELICOPTERS, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 16 JUL 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
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Handling Restrictions: n/a
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Review Date: 25 SEP 2001
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Review Media Identifier:
Review Referrals: n/a
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Secure: OPEN
Status: NATIVE
Subject: SALE OF HELICOPTERS TO ROMANIA
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